

Message Text

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ORIGIN ARA-14

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 COME-00 EB-08
FRB-03 INR-10 NSAE-00 ICA-11 TRSE-00 XMB-02
OPIC-03 SP-02 LAB-04 SIL-01 OMB-01 NSC-05 SS-15
STR-07 CEA-01 H-01 L-03 PA-01 /110 R

DRAFTED BY ARA/AND/V:VLGRAHAM
APPROVED BY ARA - MR. ARELLANO
ARA/CAR - MR. GRIFFITH

-----096357 240616Z /23

P R 232332Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY CARACAS PRIORITY
INFO USINT HAVANA
AMEMBASSY BRASILIA
AMEMBASSY LONDON
AMEMBASSY KINGSTON

C O N F I D E N T I A L STATE 131550

E.O. 11652: GDS

TAGS: ECIN, ETRD, VE

SUBJECT: MEETING BETWEEN VENEZUELAN FOREIGN TRADE INSTITUTE
PRESIDENT AND ARA DEPUTY ASSISTANT SECRETARY

1. SUMMARY: DR. REYNALDO FIGUEREDO, PRESIDENT OF
VENEZUELA'S FOREIGN TRADE INSTITUTE (ICE) MET WITH ARA
DEPUTY ASSISTANT SECRETARY ARELLANO ON MAY 12. ALSO
PRESENT WERE PETROCINI (VENEZUELAN EMBASSY), GRIFFITH
(OFFICE OF CARIBBEAN AFFAIRS) AND GRAHAM (VENEZUELA DESK).
CARIBBEAN DEVELOPMENT AND TRADE WERE DISCUSSED. OF
INTEREST WAS FIGUEREDO'S REPORT OF CUBAN SOUNDINGS
REGARDING MEMBERSHIP IN THE CARIBBEAN DEVELOPMENT BANK
(CDB). END SUMMARY.

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2. FIGUEREDO OPENED THE MEETING WITH THE NEWS THAT THE
CUBANS HAD APPROACHED THE VENEZUELAN EMBASSY HERE DURING
THE WEEK OF MAY 1 TO EXPRESS INTEREST IN ENTERING THE CDB.
THEY ASKED FOR VENEZUELA'S AND OTHER CDB MEMBERS'
PROBABLE REACTIONS. GRIFFITH COMMENTED THAT THE CDB HAS
NOT BEEN RECEPTIVE TO EXPANSION OF MEMBERSHIP, AS WIT-

NESSED BY THE INABILITY OF THE HAITIANS AND THE DOMINICAN REPUBLIC TO JOIN.

3. TURNING TO THE RECENT MEETING IN PARIS OF POTENTIAL DONORS OF AID FOR THE CARIBBEAN, FIGUEREDO COMMENTED THAT MOST POTENTIAL DONORS SEEM TO BE DRAGGING THEIR FEET, AND THAT THE BRITISH ESPECIALLY APPEAR TO HAVE DOUBTS ABOUT THE CARIBBEAN DEVELOPMENT EFFORT. IN RESPONSE TO ARELLANO'S QUESTION OF WHERE VENEZUELA STANDS AS A DONOR, FIGUEREDO INDICATED THAT VENEZUELA'S PARTICIPATION WOULD DEPEND UPON THE EXTENT OF PARTICIPATION BY OTHER DONORS. WHEN ARELLANO ASKED FOR A PREDICTION ON THE OUTCOME OF THE JUNE 1 MEETING, FIGUEREDO LIMITED HIMSELF TO A NON-COMMITTAL REPLY.

4. ARELLANO COMMENTED THAT THE SUCCESS OF THE EFFORT WOULD DEPEND UPON NOT JUST THE DONORS BUT THE ATTITUDE OF THE RECIPIENTS. THE USG WILL ONLY BE ABLE TO ENSURE CONGRESSIONAL SUPPORT FOR THE CARIBBEAN DEVELOPMENT EFFORT IF IT IS VIEWED BY ALL CONCERNED AS A MOVE TO ACHIEVE ECONOMIC INDEPENDENCE FOR THE CARIBBEAN NATIONS, AS OPPOSED TO SHORT TERM, BAIL-OUT ASSISTANCE FOR SUCH THINGS AS BALANCE OF PAYMENTS PROBLEMS AND DEBT SERVICING. FIGUEREDO AGREED AND ADDED THAT PRESIDENT PEREZ WOULD CONVEY THIS MESSAGE TO MANLEY AT THE JUNE SUMMIT MEETING OF SOCIALIST LEADERS IN KINGSTON.
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GRIFFITH COMMENTED THAT THERE ARE DOUBTS AS TO WHETHER THE MINI SUMMIT WILL IN FACT BE HELD.

5. TURNING THE CONVERSATION TO TRADE MATTERS, ARELLANO ASKED FIGUEREDO FOR HIS THOUGHTS ON HOW TO MAKE EXPORT PROMOTION MORE EFFECTIVE. FIGUEREDO REPLIED THAT VENEZUELA HAS HAD A VERY POOR RECORD WITH THEIR EXPORT PROMOTION EFFORTS, IN SPITE OF GOVERNMENT FINANCING AND INCENTIVES. HE CONCURRED WITH ARELLANO'S ASSESSMENT THAT NATIONAL DEVELOPMENT PLANS OFTEN WORK TO MAKE THE INTERNAL MARKET MUCH MORE ATTRACTIVE THAN THE EXPORT MARKET. THIS IS THE CASE IN VENEZUELA. REGIONAL INTEGRATIVE ORGANIZATIONS SUCH AS SELA AND ANCOM CAN HELP TO IMPROVE EXPORT SITUATION. FIGUEREDO MENTIONED THAT VENEZUELA AND BRAZIL HAVE DISCUSSED JOINT PRIVATE VENTURES IN EXPORT PROMOTION PROJECTS AIMED AT SPECIFIC SECTORS. THE BRAZILIANS ARE ESPECIALLY INTERESTED IN THE GURI DAM AREA; VENEZUELA HAS BEEN LOOKING AT OTHER POSSIBILITIES FOR JOINT VENTURES WITH THE BRAZILIANS IN CENTRAL AMERICA.

6. THE MEETING CONCLUDED WITH AGREEMENT THAT BOTH

THE U.S. AND VENEZUELA SHOULD ENCOURAGE CANADIAN PARTICI-
PATION IN THE CARIBBEAN DEVELOPMENT EFFORT. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MEMBERSHIP, TRADE PROMOTION, MEETINGS, FOREIGN TRADE, DEVELOPMENT BANKS, REGIONAL ORGANIZATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 23 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE131550
Document Source: CORE
Document Unique ID: 00
Drafter: VLGRAHAM
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780218-0524
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780527/aaaaawna.tel
Line Count: 118
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: f3764698-c288-dd11-92da-001cc4696bcc
Office: ORIGIN ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 27 jun 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2596923
Secure: OPEN
Status: NATIVE
Subject: MEETING BETWEEN VENEZUELAN FOREIGN TRADE INSTITUTE PRESIDENT AND ARA DEPUTY ASSISTANT SECRETARY
TAGS: ECIN, ETRD, VE, US, CU, XL, CDB, (FIGUEREDO, REYNALDO), (ARELLANO, RICHARD)
To: CARACAS
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/f3764698-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014